

**Philip Morris USA**

2045368882

PM SHIPMENTS TO MCLANE WERE BELOW ALLOCATION FOR THE LAST FOUR WEEKS.  
MCLANE'S RETAIL GOING RATE HAS INCREASED OVER THE PAST FIVE WEEKS, MOST  
RECENTLY ATTRIBUTABLE TO SAM'S.

*past five*

*MCLANE'S RETAIL GOING RATE HAS INCREASED OVER THE PAST FIVE WEEKS, MOST*

*RECENTLY ATTRIBUTABLE TO SAM'S.*

*Declined after five weekly increases*

**TOTAL PM VOLUME MCLANE**

(millions of cigarettes)

<u>Week ending</u>	<u>PM shipped to McLane</u>	<u>McLane shipped to Retailers</u>	<u>Difference</u>
1/7/94	510.1	381.7	128.4
1/14	105.5	437.2	-331.7
1/21	135.4	426.8	-291.4
1/28	378.6	415.1	-36.5
2/4	1,945.0	431.9	1,513.1
2/11	773.1	443.2	329.9
2/18	540.1	445.8	94.3
2/25	522.9	461.5	61.4
3/4	209.5	475.5	-266.0
3/11	108.6	482.5	-373.9
3/18	391.8	533.6	-141.8
3/25	241.2	N/A 516.3	N/A -275.1
4/1	155.3	558.9	N/A -403.6

All volumes exclude ten Sam's Clubs in Michigan purchasing directly from PM.

\* Includes approximately 400 million units from previous week's allocation.

4/18

989.7 962.8

N/A

N/A